The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

A 3940-1.44
8/83

CPC Salary Survey

REGIONAL Interim Report No. 3, April 1983

MIDWESTERN REGION (MCPA)

University of Akron
Case Western Reserve University
University of Chicago - Graduate School of Business
Cleveland State University
University of Detroit
Illinois Institute of Technology
University of Illinois - Commerce and Business
University of Illinois - College of Engineering
Indiana University
Iowa State University - Engineering
Iowa State University - Sciences and Humanities
University of Iowa
University of Kansas - College of Arts
University of Kansas - College of Business
University of Kansas - College of Engineering
Michigan State University
Michigan Technological University
University of Michigan - Ann Arbor College of Engineering
University of Michigan - Ann Arbor Government Placement
University of Michigan - Ann Arbor Graduate School of Business
University of Michigan - Dearborn
University of Minnesota - School of Management
University of Missouri - Columbia College of Engineering
University of Missouri - Rolla
University of Missouri - St. Louis
University of North Dakota
Northwestern University
Northwestern University - Kellogg Graduate School
Ohio State University - College of Administrative Science
Ohio State University - College of Arts and Science
Ohio State University - College of Engineering
Ohio University
Purdue University
Southern Illinois University - Carbondale
Southern Illinois University - Edwardsville
University of Toledo
Wayne State University
University of Wisconsin - Madison College of Agriculture
University of Wisconsin - Madison College of Arts
University of Wisconsin - Madison College of Business
University of Wisconsin - Madison College of Engineering

The 185 placement offices at the 160 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed above comprise the Midwestern region.

The data are based on salary offers made to students graduating between September 1, 1982 and August 31, 1983. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 5 through April 8) and cumulatively (September 1 through April 8). The block tables contain data for the interim period only.

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ISSN 0196-1004

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Curriculum For All Types of Employers	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	324	695	$1571	$1564	$1708	$1583	$1458	1447	3528	$1563	$1562	$1673	$1550	$1473
Business—General (incl. Mgmt.)	167	342	1482	1484	1850	1500	1000	421	1215	1485	1488	1875	1500	1040
Marketing & Distribution	88	143	1447	1429	1833	1479	1000	240	536	1432	1409	1790	1435	1076
HUMANITIES & SOCIAL SCIENCES														
Humanities	18	50	1323	1348	*	*	*	50	175	1216	1234	1708	1146	800
Economics[2]	8	62	1528	1508	*	*	*	14	120	1412	1439	*	*	*
Other Social Sciences	18	65	1342	1249	*	*	*	56	294	1202	1214	1667	1225	750
ENGINEERING														
Aeronautical	22	73	2010	2028	2269	2075	1791	81	228	2115	1982	2330	2166	1794
Chemical	90	218	2249	2234	2475	2250	1966	240	676	2274	2264	2475	2280	2083
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	22	64	1957	1917	2250	1938	1670	83	303	1954	1870	2225	2000	1600
Electrical (incl. Computer Engrg.)	378	1147	2152	2107	2318	2167	2000	1237	3578	2167	2110	2390	2170	2000
Geological	+	7	+	2170				1	23	2333	2171	*	*	*
Industrial	46	152	2099	2040	2383	2113	1794	184	423	2076	2042	2283	2125	1793
Mechanical	260	709	2114	2088	2323	2133	1795	728	1934	2136	2090	2333	2160	1833
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	8	37	2210	2180	*	*	*	45	113	2158	2177	2300	2185	1850
Mining	1	5	2830	2136	*	*	*	1	18	2830	2019	*	*	*
Nuclear (incl. Engrg. Physics)	19	24	2025	2062	*	*	*	33	53	2044	2093	2230	2150	1450
Petroleum	11	34	2672	2559	*	*	*	11	164	2672	2581	*	*	*
Engineering Technology	13	67	2072	2027	*	*	*	44	295	2071	2022	2330	2069	1833
SCIENCES														
Agricultural Sciences	9	22	1629	1520	*	*	*	11	96	1584	1384	*	*	*
Biological Sciences	5	8	1409	1407	*	*	*	14	52	1451	1444	*	*	*
Chemistry	9	17	1765	1752	*	*	*	36	65	1679	1703	1975	1725	1200
Computer Science	104	338	1924	1902	2175	1965	1500	296	999	1950	1921	2200	1987	1608
Health (Medical) Professions	35	39	1743	1694	2083	1708	1430	100	142	1756	1649	2083	1667	1430
Mathematics	22	68	1840	1845	2166	1821	1688	38	150	1807	1772	2145	1796	1380
Other Physical & Earth Sciences	8	26	1663	1616	*	*	*	13	63	1918	1739	*	*	*
Totals	1685	4412						5424	15243					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
† No offers reported.

MCPA REGIONAL Interim Report No. 3 April 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Functional Area For All Types of Employers	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	322	704	$1575	$1565	$1706	$1583	$1500	1439	3380	$1564	$1561	$1667	$1550	$1483
Business Administration	68	211	1460	1481	1891	1408	900	188	721	1417	1469	1835	1408	900
Communications	12	28	1756	1639	*	*	*	27	78	1390	1360	2208	1200	750
Community & Service Orgs. Work	10	20	1304	1265	*	*	*	32	94	1268	1222	1667	1273	833
EDP-Programming/Systems	125	423	1863	1919	2167	1950	1375	345	1175	1913	1928	2180	1983	1540
Engineering	818	2361	2145	2108	2345	2170	1833	2997	7306	2154	2112	2360	2170	1917
Farm & Natural Resources Mgmt.	5	13	1519	1391	*	*	*	5	30	1519	1369	*	*	*
Finance & Economics	38	93	1530	1508	1833	1542	1115	98	312	1529	1438	1833	1592	1115
Health (Medical) Services	36	43	1696	1647	2083	1667	1285	103	168	1746	1588	2167	1667	1417
Manufacturing &/or Industrial Opns.	21	52	1998	1997	2335	2000	1583	59	267	1977	1925	2280	2017	1500
Mathematics/Statistics	18	47	1829	1771	*	*	*	28	93	1757	1680	2056	1781	1333
Merchandising/Sales Promotion	47	95	1436	1316	1950	1416	1041	133	414	1393	1317	1833	1333	1083
Personnel/Employee Relations	2	8	1333	1116	*	*	*	14	43	1250	1218	*	*	*
Research—Non-Scientific	10	17	1425	1395	*	*	*	25	46	1503	1493	2083	1542	1000
Research—Scientific	25	57	1835	1792	2300	1795	1375	80	210	1859	1819	2323	1894	1250
Rotational Training—Non-Technical	21	39	1394	1371	1800	1400	1083	46	158	1457	1373	1930	1416	1083
Rotational Training—Technical	17	36	2000	2040	*	*	*	31	100	1963	1914	2210	2075	1416
Sales—Non-Technical Degree	77	134	1449	1474	1850	1500	1000	182	382	1428	1440	1800	1500	1000
Sales—Technical/Scientific Degree	13	31	2013	1941	*	*	*	32	66	2054	1952	2275	2159	1750
Totals	1685	4412						5424	15243					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

MCPA REGIONAL Interim Report No. 3 April 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full-Time, Non-Military Employment)

	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number of Offers		Average $ Offers		Percentiles[1]			Number Of Offers		Average $ Offers		Percentiles[1]		
Graduate Program	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	14	35	$1926	$1884	*	*	*	40	206	$1876	$1910	$2080	$1917	$1667
MBA (Non-technical Undergraduate)	102	266	2489	2352	$3500	$2396	$1700	199	593	2210	2123	3250	2085	1500
MBA (Technical Undergraduate)	11	45	2520	2473	*	*	*	41	109	2318	2350	2833	2290	1745
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	14	30	2234	2311	*	*	*	33	74	2190	2137	2916	2150	1651
Industrial Mgmt. (incl. Industrial Admin.)	28	28	2194	2194	2550	2183	1850	34	36	2183	2191	2546	2166	1875
Administration (incl. Public, Hospital, etc.)	†	†	†	†				2	23	1583	1936	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	8	11	1412	1533	*	*	*	12	23	1476	1565	*	*	*
Social Sciences	8	10	1565	1610	*	*	*	17	43	1680	1642	*	*	*
ENGINEERING														
Chemical	5	31	2373	2395	*	*	*	15	54	2392	2422	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	11	26	2236	2182	*	*	*	19	44	2268	2226	*	*	*
Electrical (incl. Computer Engrg.)	56	122	2440	2416	2667	2475	2180	112	285	2465	2417	2667	2492	2250
Industrial	8	16	2198	2140	*	*	*	16	41	2281	2266	*	*	*
Mechanical	21	40	2357	2354	2542	2400	2135	84	163	2387	2393	2600	2388	2167
Nuclear (incl. Engrg. Physics)	†	6	†	2468				6	16	2288	2314	*	*	*
SCIENCES														
Chemistry	2	5	2325	2374	*	*	*	2	10	2325	2298	*	*	*
Computer Science	13	37	2393	2356	*	*	*	24	85	2422	2326	2717	2414	2083
Geology & Related Geological Sciences	4	17	2246	2345	*	*	*	11	47	2332	2469	*	*	*
Mathematics	1	17	2400	2288	*	*	*	3	22	2459	2231	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science & Ceramics)	3	7	2607	2485	*	*	*	6	14	2527	2470	*	*	*
Totals	309	749						676	1888					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

MCPA REGIONAL Interim Report No. 3 April 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

Graduate Program	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number Of Offers		Average $ Offers		Percentiles[2]			Number Of Offers		Average $ Offers		Percentiles[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	49	117	$2503	$2396	$3166	$2625	$1650	63	188	$2397	$2394	$3166	$2500	$1733
MBA - Tech Undergraduate	10	27	2996	2758	*	*	*	21	50	2788	2655	3500	2916	1791
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	56	129	2632	2785	3500	2583	2040	79	187	2541	2594	3333	2550	1830
MBA - Tech Undergraduate	16	30	2743	2784	*	*	*	24	43	2649	2659	3150	2709	1958
Over 4 years														
MBA - Non-Tech Undergraduate	23	67	2834	2811	3333	2800	2333	47	112	2619	2625	3333	2666	1916
MBA - Tech Undergraduate	4	19	2875	2621	*	*	*	10	29	2878	2721	*	*	*
Totals	158	389						240	609					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	11	20	$2923	$3021	*	*	*	17	39	$2991	$3058	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	†	†	†	†				1	4	3133	2712	*	*	*
Electrical (incl. Computer Engrg.)	18	24	3167	3159	*	*	*	39	63	3178	3141	$3430	$3233	$2875
Mechanical	1	1	2425	2425	*	*	*	6	12	3051	3110	*	*	*
SCIENCES														
Chemistry	36	59	2681	2770	$2933	$2792	$2167	58	100	2506	2599	2933	2766	1292
Mathematics (incl. Ops. Research, Statistics, & Actuarial Science)	†	†	†	†				9	12	2415	2504	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science & Ceramics)	3	4	2947	2960	*	*	*	5	8	2985	3001	*	*	*
Physics	1	14	3333	3093	*	*	*	12	43	2639	2896	*	*	*
Totals	70	122						147	281					

[1] Years of full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

AVERAGE MONTHLY SALARY OFFERS — APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO.MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1573 1665 1500	261	1504	6	1236	3	1640	7	1580	5	1440	1
BUSINESS - GENERAL	1624	8	1425 1791 1100	46	1272 1875 900	33	1666	10	1489	3	1250	1
MARKETING/DISTRIBUTN			1194	7	1231 1600 800	26	1452	5	1842	2	1505	5
HUMANITIES					1230	7			2083	1	1459	2
ECONOMICS			1261	3								
OTHR SOCIAL SCIENCES			1312	4	1736	3						

AVERAGE MONTHLY SALARY OFFERS — APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL				2076 19		
CHEMICAL				2127 4	2101 3	
CIVIL -CNSTR/BAN/TRP				2258 2	2251 1	1882 7
ELECTRICAL -COMPTR			2092 4	2175 243 2320 2041	2172 13	2199 2
GEOLOGICAL						
INDUSTRIAL	1952 5			2148 7	2179 6	2125 1
MECHANICAL				2107 74 2231 2025	2182 35 2328 1900	2238 8
METALLURGICAL				2166 3		
MINING						
NUCLEAR -ENGRG PHYS				2195 3		2188 1
PETROLEUM -NATL GAS						
ENGINEERING TECH				2116 5	2250 1	

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3

INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES			1400	1								
BIOLOGICAL SCIENCES							1500	1				
CHEMISTRY					1250	1						
COMPUTER SCIENCE	1750	1	1567	6	1525	3	2014 2200 1850	55	2000	5		
HEALTH (MED) PROFSNS					2083	1			1750	1		
MATHEMATICS	1891	1	1817	16					2417	1		
OTHR PHYSCL/EARTH SC							2083	1				

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER — APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3

INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1686	5			1566	14	1739	3	1749	3	1605	8
BUSINESS - GENERAL	1780	17	1571	4	1687	16	1571	7	1242	2	1400	2
MARKETING/DISTRIBUTN	1731	7	1357	5	1755	9	1547	10	1886	4	1583	1
HUMANITIES	1780	1					500	1	2000	1		
ECONOMICS	1725	1									1666	1
OTHR SOCIAL SCIENCES					536	1					1700	1

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2226 2375 1966	39	2210	2	2229	7			2188	2	2415 2500 2200	26
CIVIL -CNSTR/SAN/TRP									2125	1	1833	1
ELECTRICAL -COMPTR	2262	16	2175 2251 2042	29	2144	3			2054	4	2176	4
GEOLOGICAL												
INDUSTRIAL	2072	8	2009	4	2324	9					2083	1
MECHANICAL	2149	18	2155 2233 2000	22	2186	17	2097	3	2147	7	2341	15
METALLURGICAL	2300	1							2221	4		
MINING											2830	1
NUCLEAR -ENGRG PHYS			1983	1								
PETROLEUM -NATL GAS											2661	9
ENGINEERING TECH			1890	3	2000	1			2225	1	1958	1

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES	1875	2			1686	4						
BIOLOGICAL SCIENCES	1425	1			1833	1						
CHEMISTRY	1829	8										
COMPUTER SCIENCE	1905	8	1993	3			1667	2	1525	2	1939	3
HEALTH (MED) PROFSNS	2000	5										
MATHEMATICS			1875	1								
OTHR PHYSCL/EARTH SC											2304	2

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3
INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING	900	1			1536	4			1200	1	1479	2
BUSINESS - GENERAL	1302	6			1912	5	1057	5	1142	1	1000	1
MARKETING/DISTRIBUTN	1166	1	1350	5	1200	1						
HUMANITIES	1500	1					835	1			1194	3
ECONOMICS	1475	2									2100	1
OTHR SOCIAL SCIENCES									1983	3	1118	6

AVERAGE MONTHLY SALARY OFFERS — APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							1596	3				
CHEMICAL	2175	2			1959	2	1782	3				
CIVIL -CNSTR/BAN/TRP	1989	6			2250	1	1775	1	1602	2		
ELECTRICAL -COMPTR	2049	8			2153 2225 2025	27	1859 2082 1449	24			2233	1
GEOLOGICAL												
INDUSTRIAL					1792	1	1794	4				
MECHANICAL	2201	10	2188	4	2176	16	1752 1797 1449	31				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS	1625	1			2182	10	1426	3				
PETROLEUM -NATL GAS	2725	2										
ENGINEERING TECH					2250	1						

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES	1420	1							1350	1		
BIOLOGICAL SCIENCES											1143	2
CHEMISTRY												
COMPUTER SCIENCE	2195	2	1798	2	2013	4	1670	5			1944	3
HEALTH (MED) PROFSNS					2500	1			1200	1	1672 1917 1430	26
MATHEMATICS	2166	1					1534	2				
OTHR PHYSCL/EARTH SC	975	1			1500	1	1378	3				

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1983 MCPA REGIONAL INTERIM REPORT NUMBER 3

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1892	10	2757 3583 1700	48	1850	3	2152	7	2728	3		
MBA - TECHNICAL	2150	1	2597	3	2791	1	2583	1				

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2427	10	2611	3	2708	2	2083	1	1875	1	2687	2
MBA - TECHNICAL					2386	3			2400	1	2850	1

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL	2364	7			1693	2	1460	1	1958	1	3666	1
MBA - TECHNICAL												